

Jacobs Sverdrup/Qualis Mentor–Protégé Program

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Briefing to the 8th Annual

NASA Mentor-Protégé Conference

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Program Intent

“The Mentor-Protégé relationship between Sverdrup and Qualis is intended to strengthen the capabilities and enhance the performance of both companies in their support to NASA on current and future contracts....

This agreement will also provide opportunities for cooperative efforts between both companies on other NASA, DoD, and commercial contracts.”



Background

- Jacobs Sverdrup won competition for science and engineering support to NASA Marshall Space Flight Center in 1989. Rebids won in 1995, 2000.
- Qualis formed in 1993
- Qualis awarded 8a status in 1997
- Qualis selected as a subcontractor to Jacobs Sverdrup in 1998
- Jacobs Sverdrup and Qualis applied to NASA Mentor-Protégé (M-P) program in early 2000
- Mentor-Protégé agreement approved by NASA in August, 2000
- Jacobs Sverdrup and Qualis received NASA Goldin-Stokes Award in 2001
- Initial 3 year term completed in August, 2003. Agreement extended through August 2004.



Approach

- **Relationship founded on strong mutual commitment**
 - ✓ Active participation by Executive Management
- **Commitment to Qualis**
 - ✓ Assist development of business infrastructure
 - ✓ Improve marketing skills
 - ✓ Expand technical expertise in targeted areas
 - ✓ Increase subcontract business
- **Commitment to Jacobs Sverdrup**
 - ✓ Provide qualified personnel
 - ✓ Bring new work to the contract
 - ✓ Help meet Small Disadvantaged Business (SDB) subcontracting goals



How Jacobs Sverdrup Benefited

- The M-P relationship contributed to the ESTS Contract win
- Qualis contributed to a new business win in material testing at MSFC
- Two Qualis personnel serve as supervisors on the ESTS contract
- Qualis personnel making significant technical/programmatic contributions to our ESTS contract projects
- Significant recognition through our win of the Goldin-Stokes Mentor Protégé Award in 2001 and the SBA Administrator's Award for Excellence, 2002
- Qualis personnel serving as Mentors in the MSFC Group Mentor-Pairs Program
- Qualis filled an urgent requirement for a SDB partner on another Jacobs Sverdrup prime contract



How Qualis Benefited

- **Business expansion**

- ✓ Won “Materials Testing in Aerospace Environments” at MSFC
- ✓ Acquired additional work in material testing
- ✓ Negotiated fixed percentage of ESTS Contract
- ✓ Subcontract to another Sverdrup organization at Eglin AFB

- **Infrastructure development**

- ✓ ISO training and certification
- ✓ Researched, identified, and implemented Cost Estimating System

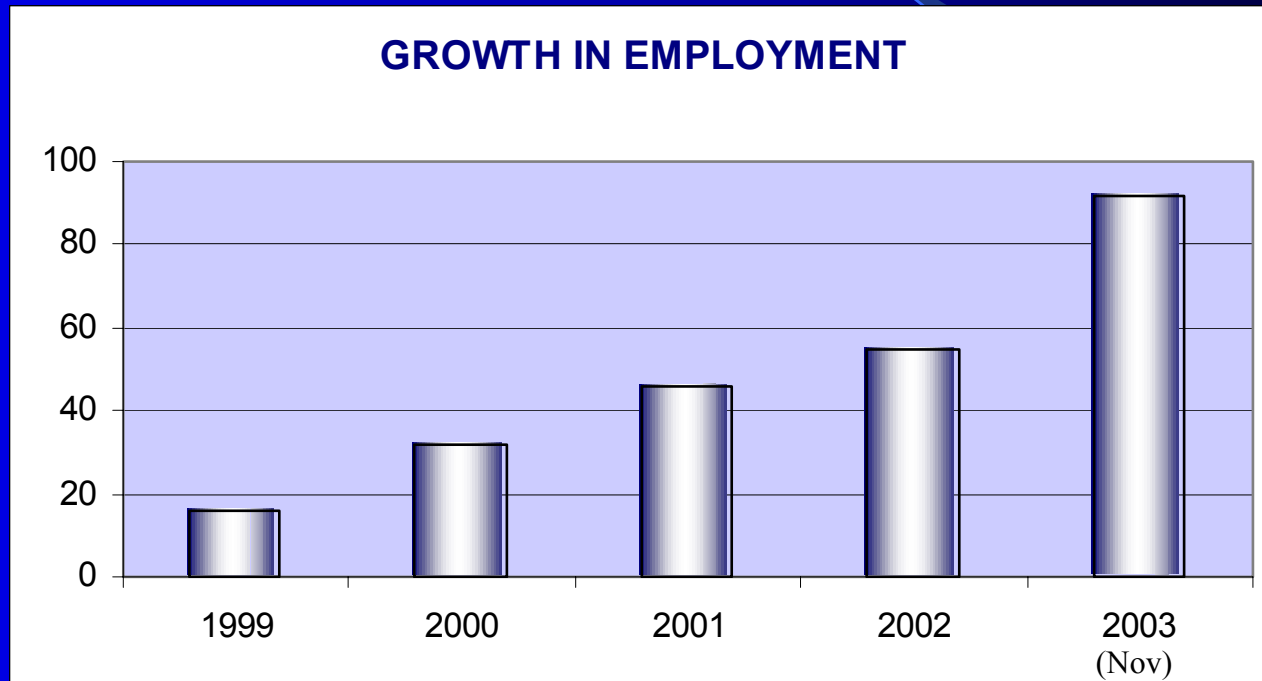


How Qualis Benefited (concluded)

- **Marketing skills development**
 - ✓ Marketing plan developed
 - ✓ Proposal development training
 - ✓ Improved marketing materials
- **Expanded technical expertise**
 - ✓ Materials testing
 - ✓ Systems engineering



Qualis Growth



Protégé's Perspective

- Teaming relationships are important
- Subcontractor role facilitates company growth
- Progress exceeds defined scope of agreement
 - ✓ HR resources
 - ✓ Qualis mentoring newly added subcontractor to team
- Protégé should be proactive
- Program success is a priority



Lessons Learned

- A successful relationship requires the full commitment of both parties
- Define realistic/achievable program Goals and Objectives
- Approach to reaching goals must be incremental and well defined
- Progress must be measured effectively
- Be patient-both parties
- Trust is essential
- Submit timely reports
- Work closely with NASA HQ OSDBU

